

Message Text

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PAGE 01 STATE 010012

20

ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 RSC-01 /018 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU:SDW

APPROVED BY EB/OCA/REP/JBRABENS

COM/BIC/CAGNE/PBHALE

NEA/IRN/CWNAAS (INFO)

----- 043443

R 152231Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

UNCLAS STATE 010012

E.O. 11652 N/A

TAGS: BTIO, IR

SUBJECT: MAIN SORTING AND CONVEYING EQUIPMENT FOR NEW
TEHRAN POST OFFICE

REF: A) TEHRAN 10362; B) TEHRAN 8578

1. E-SYSTEMS PURCHASED TENDER DOCUMENTS AND ORIGINALLY
DECIDED NOT TO BID. REASONS GIVEN: INDEFINITE
SPECIFICATIONS COUPLED WITH FIXED PRICE REQUIREMENT AND SHORT
DEADLINE. HOWEVER, COMPANY OFFICIAL IN IRAN, RALPH POWELL,
HAS HEARD THAT IRANIANS NOW ARE ASKING FOR SEVEN POST OFFICE
CENTERS (COST OF PROJECT ENLARGED TO ESTIMATED 80-100
MILLION DOLLARS) AND HAVE EXTENDED DEADLINE BY 30 DAYS.

2. PROJECT IS NOW VERY INTERESTING TO E-SYSTEMS BUT DEAD-
LINE STILL TOO SHORT GIVEN VAGUE SPECS AND FIXED PRICE. IN
ADDITION, IRANIANS SEEM TO BE REQUIRING SECOND GENERATION
TECHNOLOGY IN LETTER MAIL SORTING AND PROCESSING AND
E-SYSTEMS HAS MORE MODERN THIRD GENERATION AVAILABLE.

3. E-SYSTEMS WOULD LIKE OPPORTUNITY TO SEND
TECHNICIAN TO IRAN TO MEET WITH APPROPRIATE PTT OFFICIALS
AND ATTEMPT PERSUADE THEM TO ACCEPT MORE ADVANCED TECHNOLOGY.
DUE TO COST INVOLVED IN PROPOSING ADVANCED SYSTEMS, COMPANY
UNWILLING PREPARE PROPOSAL WITHOUT SOME ASSURANCE THAT
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IRANIANS WILL WANT THIS RATHER THAN DATED TECHNOLOGY NOW

WRITTEN INTO SPECS.

4. EMBASSY REQUESTED QUERY IRANIAN OFFICIALS AS TO THEIR
INTEREST IN USING MORE ADVANCED TECHNOLOGY AND
WILLINGNESS TO ALLOW SIGNIFICANT EXTENSION OF DEADLINE.
REQUEST REPLY SOONEST. KISSINGER

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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: SDW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Handling Restrictions: n/a
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ISecure: 1
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